



Hector G. Ibarra

Associated Professional*

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t 704.335.9078



Hector Ibarra has more than 18 years experience in international business transactions, economic development, and general business law matters. He works closely with foreign and domestic companies seeking to relocate or expand their businesses, with an emphasis in Mexico, Central America, and South America. Prior to joining Parker Poe, Hector was general counsel for a packaging distribution company, where he managed international acquisitions, subsidiary formation, joint ventures, strategic planning, and finance.

Before moving to North Carolina, Hector served as counsel for the Mexican Federal Senate, overseeing all procurement and commercial contracts and serving on the Foreign Commerce and International Senate Committees. He was also deputy general counsel for the General Bureau of Standards in Mexico City, handling legal matters, compliance, and enforcement functions.

**Hector is not licensed to practice law in the State of North Carolina.*

REPRESENTATIVE EXPERIENCE

- Worked with clients on international matters, including foreign investments, formation and management of subsidiaries of foreign-owned enterprises, international joint ventures, and mergers and acquisitions.
- Assisted clients with national and international economic development projects, site selection, and incentive negotiations with governments and other project stakeholders associated with foreign direct investment, expansion, relocation, or retention.
- Experienced in interfacing with foreign governments to assist clients with obtaining government approvals and connecting clients to capital sources.
- Facilitated strategic planning initiatives for startups in Mexico, Central America, and South America.
- Experienced in cross-border business transactions, trademark and other intellectual property matters in Mexico, Central America, and South America
- Served on legal team that represented a publicly traded U.S. automotive company in negotiating economic incentives with 12 Mexican states to establish a manufacturing plant in Mexico (capital investment: \$84 million, 600 jobs).



CHARLOTTE OFFICE



PRACTICE AREAS

International Business
 Business Law
 Commercial Contracts
 Economic Development
 International Tax
 Tax Credits & Incentives



EDUCATION

Duke University
 LLM, International and Comparative Law, 1998
 National Autonomous University of Mexico
 JD, *summa cum laude*, 1995



ADMISSIONS

Mexico, 1995



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- Led the team that represented a publicly traded Japanese automotive company in negotiating economic incentives to establish a manufacturing plant in the State of Nuevo León and supervised land acquisition for greenfield manufacturing operation (capital investment: \$120 million, 800 jobs).
- Served on legal team that represented a publicly traded U.S. energy company in acquisitions and joint ventures in several South American countries.
- Provided extensive tactical advice to a U.S. subsidiary of a German-based manufacturer in licensing, distribution, commercial contracts, and personnel matters during expansion in Mexico, Central America, and South America.
- Assisted a Mexico-based packaging distributor with logistics coordination and project management in establishing a Maquiladora operation in Matamoros, Mexico.

CLIENT ALERTS

- "Some Chinese Imports Will Be Cheaper for U.S. Businesses in Spite of This Week's Tariff News. Here's Why.," September 2018
- "U.S. Plans Tariffs on More Chinese Products," July 2018
- "Uncertain About Tariffs on Chinese Products? Here's the Updated List," July 2018
- "Trade Wars: Do the Steel and Aluminum Tariffs Create a Force Majeure to Excuse Contract Performance Under North Carolina or South Carolina Law?," April 2018
- "Challenges for Establishing Businesses South of the Border," October 2017
- "Amid Uncertain Trade Climate, a Look at Top Imports, Exports With Mexico," March 2017
- "North Carolina Tax Reform: Highlights of the Tax Simplification and Reduction Act of 2013 (HB 998)," July 2013



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- "Proposed North Carolina Tax Legislation," June 2013

SPEAKING ENGAGEMENTS

- "Navigating & Understanding Tariffs: Updates for German-American Industry," German-American Business Summit, February 2019
- "Understanding & Navigating Tariffs: An Overview for Richland County Manufacturers," Richland County Industry Council , November 2018
- "Challenges for Establishing Businesses South of the U.S. Border," Keynote Address, 2017 International Forum for German and Spanish in the Professions, September 2017
- "Business Credits and Incentives: Site Selection Trends in the U.S. and Mexico," Parker Poe Tax Forum, November 2016
- "Investment in Latin America: Challenges and Opportunities," Panelist, International Forum for German and Spanish in the Professions, Clemson University, September 2016
- "The NAFTA Market: Selling and Expanding into Mexico and Canada," Navigating the Legal Waters: Foreign-Owned Businesses in the U.S., December 2015

MEMBERSHIPS

- Hispanic National Bar Association
- Carolina Raptor Center, Board of Directors, 2013-2016
- Arts & Science Council, Cultural Leadership Training (CLT) Program Participant, 2012-2013